Listing of Claims

1. **(Currently Amended)**   A computer system comprising:

a processor;

a memory, coupled to the processor, and storing instructions executable on the
processor, the instructions comprising

a forecast series creation set of instructions, wherein ~~the~~ a forecast series
associated with the forecast series creation set of instructions
comprises a set of parameters that define attributes of forecasts that
are created from the forecast series, wherein the set of parameters

identify hierarchy data defining a hierarchy structure of an
organization, including data identifying a
hierarchical position of each member of the
organization,

identify an acceptable range of dates over which forecasts
generated from the forecast series cover,

identify members of the organization to be included in the
forecasts generated from the forecast series, the
members derived from the hierarchy,

identify forecast data to be automatically analyzed to
generate forecasts from the forecast series,

identify a visibility mode for forecasts generated from the
forecast series,

are employed to generate a forecast series comprising the
identity of the hierarchy data, the identity of the
acceptable range of dates, the identity of the
members of the organization to be included in the
forecast, the identity of the forecast data to be
automatically analyzed, and the identity of the
visibility mode, and

are stored **together with** the forecast series, wherein the stored forecast series is accessible for use in generation of forecasts upon request;

an opportunity and revenue scheduling creation set of instructions to identify forecast data; and

a forecast creation set of instructions that define attributes of a particular forecast, wherein the attributes fall within the set of parameters comprised in the forecast series, to generate the particular forecast.

2. (Previously Presented)   The computer system of claim 1, wherein

the hierarchy structure comprises a plurality of management levels.

the forecast series creation set of instructions further comprises instructions to

define visibility rules that specify the forecast data that are visible to each management level of the organization to be stored on the storage device, and

include the visibility rules in the forecast series, and

the forecast creation set of instructions further comprises instructions to generate

a forecast for any management level of the organization, wherein

each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

3. (Previously Presented)   The computer system of claim 2, wherein

a forecast is generated for a manager, and

the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast generated for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is <= n levels below a management level occupied by the manager.

4. (Cancelled)

5.   (Previously Presented)   The computer system of claim 1 wherein the opportunity and revenue scheduling creation set of instructions further comprises instructions to

enable a member of the organization to submit a forecast to a superior; and

prevent the member from modifying the forecast after it has been submitted.

6.   (Previously Presented)   The computer system of claim 5, wherein the forecast creation set of instructions further comprises instructions to

present forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

7 - 11. (Cancelled)

12.   **(Currently Amended)**   A computer system comprising:

a processor;

a memory, coupled to the processor, and storing instructions executable on the processor, the instructions comprising

a forecast series creation set of instructions ~~comprising instructions~~, wherein ~~the~~ a forecast series **associated with the forecast series creation set of instructions** comprises a set of parameters that define attributes of forecast<u>s</u> that are created from the forecast series, wherein the set of parameters

identify hierarchy data defining members of an organization and a hierarchical position of each member,

determine an identity of a current forecast participant who is a member of the organization,

identify members of the organization who are subordinate to the current forecast participant based on the hierarchy data,

identify an acceptable range of dates over which forecasts generated from the forecast series cover,

identify members of the organization to be included in the forecasts generated from the forecast series, the members derived from the hierarchy,

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identify forecast data to be automatically analyzed to generate the forecasts from the forecast series,

identify a visibility mode for the forecasts generated from the forecast series,

are employed to generate a forecast series comprising the identity of the hierarchy data, the identity of the current forecast participant, the identity of members of the organization who are subordinate to the current forecast participant, the identity of the acceptable range of dates, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identity of the visibility mode, and

are store**d together with** the forecast series, wherein the stored forecast series is accessible for use in generation of forecasts upon request;

an opportunity and revenue scheduling creation set of instructions comprising instructions to identify forecast data corresponding to the members of the organization; and

a forecast creation set of instructions that define attributes of a particular forecast, wherein the attributes fall within the set of parameters comprised in the forecast series, the forecast creation set of instructions comprising instructions to

generate forecasts for one or more members of the organization who are identified as being subordinate to the current forecast participant, using the forecast series, and

present forecast data to the current forecast participant.

13.   (Previously Presented)   The computer system of claim 12, wherein

the current forecast participant is a manager whose forecast is determined, at least

in part, on forecasts that are submitted by one or more selected members

of the organization who are subordinate to the manager, and

the forecast creation set of instructions further comprises instructions to

automatically generate a forecast for any member among said one or more

selected members who has yet to submit a forecast, and

generate a forecast for the manager based on a combination of forecasts

submitted by said one or more selected members and any forecast

that is automatically generated.

14.   (Previously Presented)   The computer system of claim 13 wherein the forecast

creation set of instructions further comprises instructions to

automatically calculate forecasts for said one or more selected members of the

organization who are subordinate to the manager and have not submitted

their forecast in a recursive manner from lower levels to higher levels in

the organization's hierarchy, wherein

the manager occupies at least a second level of management in the

organization's hierarchy.

15.   **(Currently Amended)**   A system comprising:

a processor;

a memory, coupled to the processor, and storing instructions executable on the

processor, the instructions comprising

a forecast series creation set of instructions, wherein ~~the~~ **a** forecast series

associated with the forecast series creation set of instructions

comprises a set of parameters that define attributes of forecasts that

are created from the forecast series, wherein the set of parameters

identify hierarchy data defining a hierarchy structure of an

organization, including data identifying a hierarchical

position of members of the organization,

identify rules that specify forecast data that are visible to each

member of the organization,

identify an acceptable range of dates over which forecasts generated from the forecast series cover,

identify members of the organization to be included in the forecast, the members derived from the hierarchy,

identify forecast data to be automatically analyzed to generate forecasts from the forecast series,

identify a visibility mode for forecasts generated from the forecast series,

are employed to generate a forecast series comprising the identity of the hierarchy data, the identity of the rules, the identity of the acceptable range of dates, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identity of the visibility mode, and

are stored **together with** the forecast series, wherein the stored forecast series is accessible for use in generation of forecasts upon request;

an opportunity and revenue scheduling creation set of instructions to send data comprising a set of interactive HTML components via a computer network to a client, a portion of which enable forecast data corresponding to members of the organization to be entered via the client; and

a forecast creation set of instructions that define attributes of a particular forecast, wherein the attributes fall within the set of parameters comprised in the forecast series to

generate the particular forecast for members of the organization using the forecast series, wherein each forecast is generated based on forecast data that are visible to corresponding members according to the visibility rules, and

send forecast data corresponding to the forecast to the client to be viewed by a user through use of the set of interactive HTML components.

16. **(Currently Amended)** The ~~computer~~ system of claim 15, wherein

the hierarchy structure comprises a plurality of management levels,

the forecast series creation set of instructions further comprises instructions to

define visibility rules that specify the forecast data that are visible to each

management level of the organization, and

include the visibility rules in the forecast series, and

the forecast creation set of instructions further comprises instructions to generate

a forecast for any management level of the organization, wherein

each forecast that is generated is based on forecast data that are visible to

the management level for which that forecast corresponds as

specified by the visibility rules.

17. (Previously Presented) The system of claim 15, wherein

a forecast is generated for a manager, and

the visibility rules include a maximum hierarchy depth search value n defining a

search scope such that the forecast generated for the manager is generated

from the manager's own forecast data and from forecast data

corresponding to members of the organization who are defined to be both

subordinate to the manager and occupy a management level in the

hierarchy that is <= n levels below a management level occupied by the

manager.

18. (Cancelled)

19. (Previously Presented) The system of claim 15, wherein the forecast creation set

of instructions further comprises instructions to:

enable a member of the organization to submit a forecast to a superior; and

prevent the member from modifying the forecast after it has been submitted.

20. (Previously Presented) The system of claim 19 wherein the forecast creation set

of instructions further comprises instructions to enable one or more of the superior to

which the forecast was submitted and a system administrator to unsubmit the forecast

such that the member who submitted that forecast is enabled to modify the forecast.

21.   (Previously Presented)   The system of claim 15, wherein

the forecast creation set of instructions further comprises instructions to send data
to the client, and

the set of interactive HTML components are configured to present the forecast
data in a graphical format that enables a member to compare forecast data
corresponding to related forecasts over time that are specified to be visible
to that member.

22 - 27.   (Cancelled)

28.   **(Currently Amended)**   A system comprising:

a processor;

a memory, coupled to the processor, and storing instructions executable on the
processor, the instructions comprising

a forecast series creation set of instructions, wherein the **a** forecast series
associated with the forecast series creation set of instructions
comprises a set of parameters that define attributes of forecasts that
are created from the forecast series, wherein the set of parameters

identify hierarchy data defining members of an organization and a
hierarchical position held by each member to be stored in a
database,

determine an identity of a current forecast participant who is a
member of the organization and using the client,

identify members of the organization who are subordinate to the
current forecast participant based on the hierarchy data,

identify an acceptable range of dates over which forecasts
generated from the forecast series cover.

identify members of the organization to be included in the forecast,
the members derived from the hierarchy,

identify forecast data to be automatically analyzed to generate the
forecasts from the forecast series,

identify a visibility mode for the forecasts generated from the
forecast series,

are employed to generate a forecast series comprising the identity of the current forecast participant, the identity of members of the organization who are subordinate to the current forecast participant, the identity of the acceptable range of dates, the identity of members of the organization to be included in the forecast, the identity of forecast data to be automatically analyzed, and the identity of the visibility mode, and

are store**d together with** the forecast series, wherein the stored forecast series is accessible for use in generation of forecasts upon request;

an opportunity and revenue scheduling creation set of instructions to send data corresponding to a set of interactive HTML components via a computer network to a client that enable forecast data corresponding to members of the organization to be entered by a user of the client; and

a forecast creation set of instructions that define attributes of a particular forecast, wherein the attributes fall within the set of parameters comprised in the forecast series to

generate forecasts, using the forecast series, for one or more members of the organization who are identified as being subordinate to the current forecast participant, and

send forecast data to the client to be displayed to the user via the set of interactive HTML components.

29.   (Previously Presented)   The system of claim 28, wherein

the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected members of the organization who are subordinate to the manager, and

the forecast creation set of instructions further comprises instructions to

automatically generate a forecast for any member among said one or more selected members who has yet to submit a forecast, and

generate a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that is automatically generated.

30.   (Previously Presented)   The system of claim 29, wherein the forecast creation set of instructions further comprises instructions to

automatically calculate forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast in a recursive manner from lower levels to higher levels in the organization's hierarchy, wherein

the manager occupies at least a second level of management in the organization's hierarchy.

31 - 44.   (Cancelled)

45.   **(Currently Amended)** A **computer implemented** method comprising:

identifying hierarchy data defining a hierarchy structure of an organization, including data identifying a hierarchical position of each member of the organization;

identifying an acceptable range of dates over which forecasts generated from a forecast series cover;

identifying members of the organization to be included in the forecasts generated from the forecast series, the members derived from the hierarchy;

identifying forecast data to be automatically analyzed to generate the forecasts from the forecast series;

identifying a visibility mode for the forecasts generated from the forecast series;

generating the forecast series comprising the identity of the hierarchy data, the identity of the date and the period of time, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identity of the visibility mode;

storing the forecast series, wherein the stored forecast series is accessible for use in generation of a particular forecast upon request; and

generating the particular forecast using the forecast series.

46.   **(Currently Amended)**   The **computer implemented** method of claim 45, wherein the hierarchy structure comprises a plurality of management levels and further comprising:

> defining visibility rules that specify the forecast data that are visible to each management level of the organization to be stored on the storage device;
>
> including the visibility rules in the forecast series; and
>
> generating a forecast for any management level of the organization using the forecast series, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

47.   **(Currently Amended)** The **computer implemented** method of claim 45, further comprising presenting the forecast in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

48.   (Previously Presented)   A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates forecast information corresponding to an organization by performing the operations of:

> identifying hierarchy data defining a hierarchy structure of an organization, including data identifying a hierarchical position of each member of the organization;
>
> identifying an acceptable range of dates over which forecasts generated from a forecast series cover;
>
> identifying members of the organization to be included in the forecasts generated from the forecast series, the members derived from the hierarchy;
>
> identifying forecast data to be automatically analyzed to generate the forecasts from the forecast series;
>
> identifying a visibility mode for the forecasts generated from the forecast series;
>
> generating the forecast series comprising the identity of the hierarchy data, the identity of the date and the period of time, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identity of the visibility mode;

storing the forecast series, wherein the stored forecast series is accessible for use in generation of a particular forecast upon request; and

generating the particular forecast using the forecast series.

49. (Cancelled)

50. (**Currently Amended**) A **computer implemented** method comprising:

identifying hierarchy data defining a hierarchy structure of an organization, wherein

the hierarchy data comprises a hierarchical position of each member of the organization;

identifying an acceptable range of dates over which forecasts generated from a forecast series cover;

identifying members of the organization to be included in the forecasts generated from the forecast series, the members derived from the hierarchy;

identifying forecast data to be automatically analyzed to generate the forecasts generated from the forecast series;

generating a forecast series comprising the identity of the hierarchy data, the identity of the acceptable range of dates, the identity of the members of the organization to be included in the forecast, and the identity of the forecast data to be automatically analyzed;

storing the forecast series, wherein the stored forecast series is accessible for use in generation of a particular forecast upon request; and

generating the particular forecast using the forecast series.

51. (**New**) The computer system of claim 1, wherein

the forecast series is identified by a name.

52. (**New**) The computer system of claim 1, wherein

the forecast series can be identified as no longer valid for the creation of forecasts.

53. (**New**) The computer system of claim 12, wherein

the forecast series is identified by a name.

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54. (New) The computer system of claim 12, wherein
the forecast series can be identified as no longer valid for the creation of forecasts.

55. (New) The system of claim 15, wherein
the forecast series is identified by a name.

56. (New) The system of claim 15, wherein
the forecast series can be identified as no longer valid for the creation of forecasts.

57. (New) The system of claim 28, wherein
the forecast series is identified by a name.

58. (New) The system of claim 28, wherein
the forecast series can be identified as no longer valid for the creation of forecasts.

59. (New) The computer implemented method of claim 45, wherein
the forecast series is identified by a name.

60. (New) The computer implemented method of claim 45, wherein
the forecast series can be identified as no longer valid for the creation of forecasts.

61. (New) The machine-readable media of claim 48, wherein
the forecast series is identified by a name.

62. (New) The machine-readable media of claim 48, wherein
the forecast series can be identified as no longer valid for the creation of forecasts.

63. (New) The computer implemented method of claim 50, wherein
the forecast series is identified by a name.

64. (New) The computer implemented method of claim 50, wherein
the forecast series can be identified as no longer valid for the creation of forecasts.